



---

# Introduction to Smart Politics

Stop arguing, stop avoiding, &  
start making a difference

May 11, 2022

---



---

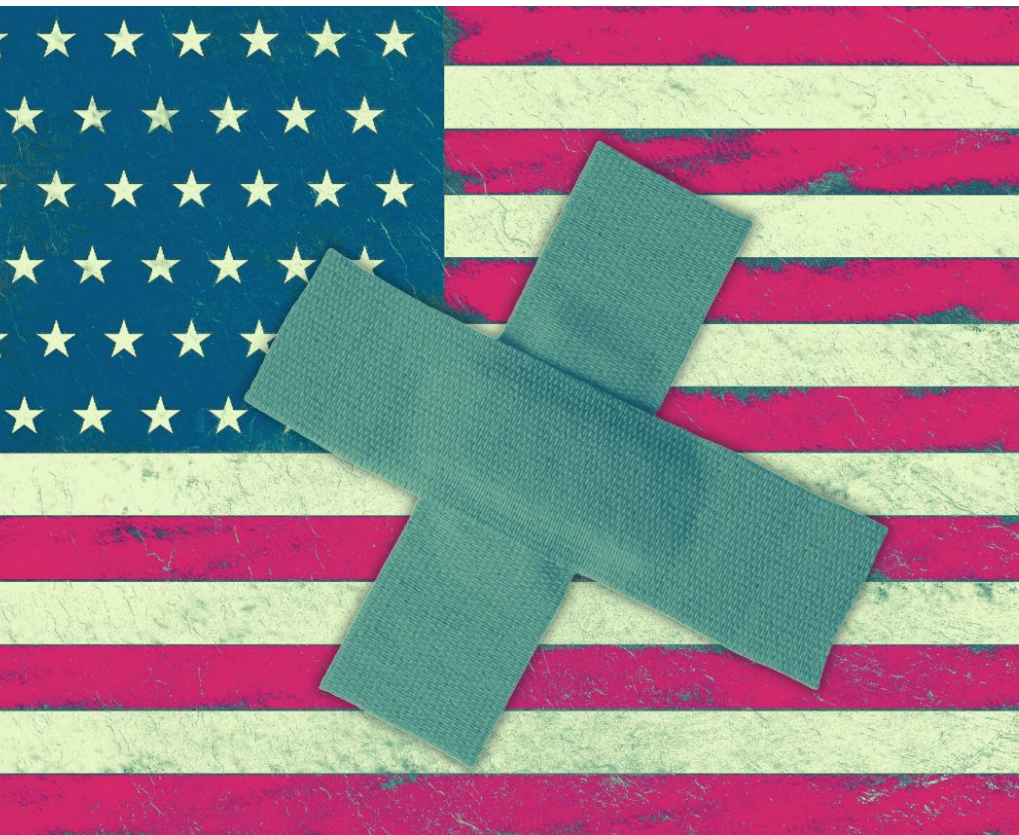
# Presented by



**Karin Tamerius, MD**  
Founder, Smart Politics  
Political Psychiatrist

[JoinSmart.org](https://JoinSmart.org)

---



# Overview

- **Why do we need to talk?**
- **5 Big Mistakes**
- **A Better Way**
  - **Smart Politics**
  - **Change Conversation Pyramid**
  - **Change Conversation Cycle**
- **Demo**
- **Q & A**

---

**Why are you here?**

# Intro Exercise

- 1) Introduce yourself
- 2) Give one PERSONAL reason for being here
- 3) Give one POLITICAL reason for being here

(10 minutes)

The

Personal

Is

Political

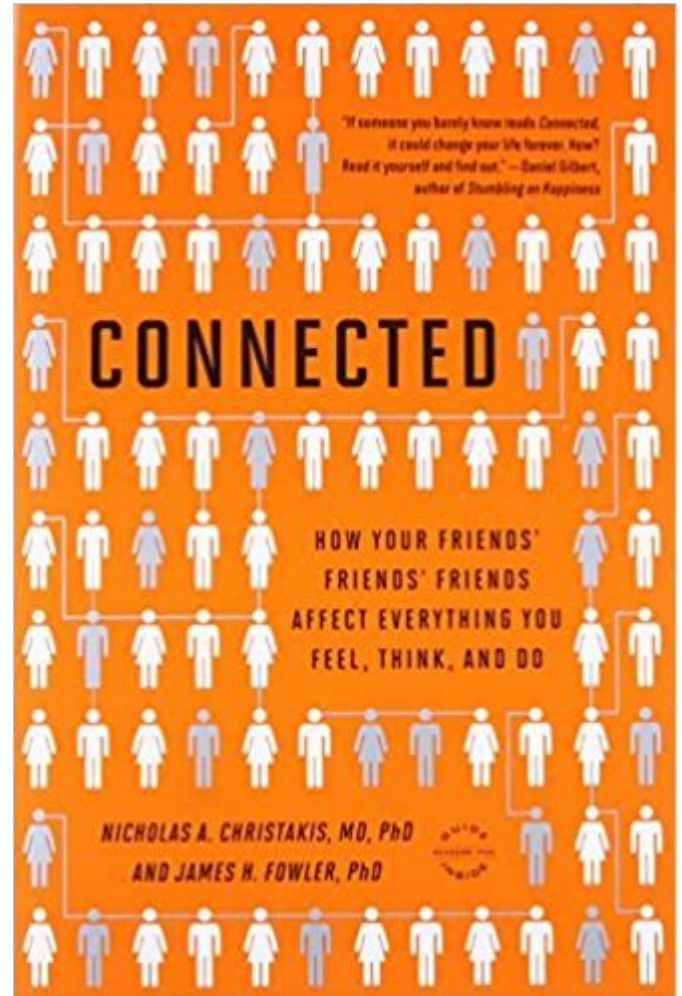
*“Just as ripples spread out when a single pebble is dropped into water, the actions of individuals can have far-reaching effects.”*

*--Dalai Lama--*



# Three Degrees of Influence Rule

“Everything we do or say tends to ripple through our network, having an impact on our friends (one degree), our friends’ friends (two degrees), and even our friends’ friends’ friends (three degrees).”





## Spheres of Political Influence

For the average person, discussing politics with people in your personal sphere of influence is the most effective way to make a difference.



# Relational Organizing



# Exercise #2

Share a time when...

- 1) You were influenced
- 2) You influenced someone

(10 minutes)

---

# The 5 Big Mistakes

**#1**

**Thinking People  
Who Disagree With  
You Are Bad**



# #2

## Letting Emotions Get in the Way



Photo by [Julien L](#) on [Unsplash](#)

#3

# Trying to Control What Others Think



Image by [Robin Higgins](#) from [Pixabay](#)

#4

Making Others  
Feel Bad About  
Themselves





**#5**

**Arguing with  
Reason & Evidence**



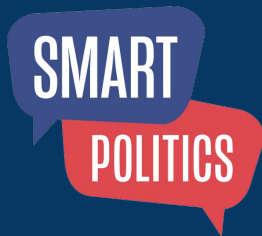
# Exercise #3

Which of the BIG 5 Mistakes do you tend to make?

(10 minutes)

—

**A Smarter Way**



# Smart Politics Defined

- Advocacy method
- Person-to-person
- Conversation-based
- Psychologically-informed
- Grounded in democratic values

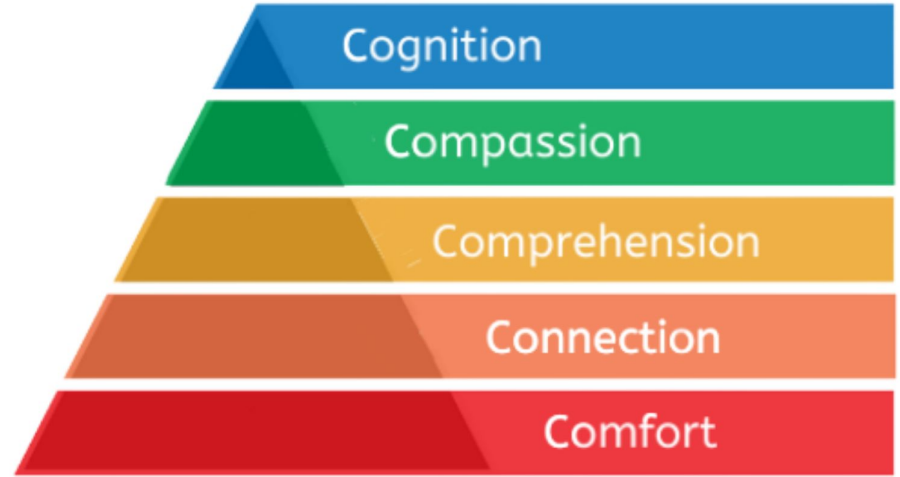
# Why do Smart Politics conversations work?

- Respect autonomy
- Avoid triggering defensiveness
- Bypass the Belief Defense System
- Meet the other person's emotional needs (not yours)
- Increase rationality, curiosity, empathy, self-reflection, and open-mindedness

# Two Tools

1. Change Conversation Pyramid (CCP)
2. Change Conversation Cycle (CCC)

# Change Conversation Pyramid



# Comfort

Make them feel  
safe-enough to  
talk with you

Y<sub>4</sub> O<sub>1</sub> U<sub>1</sub>

A<sub>1</sub> R<sub>1</sub> E<sub>1</sub>

S<sub>1</sub> A<sub>1</sub> F<sub>4</sub> E<sub>1</sub>

H<sub>4</sub> E<sub>1</sub> R<sub>1</sub> E<sub>1</sub>



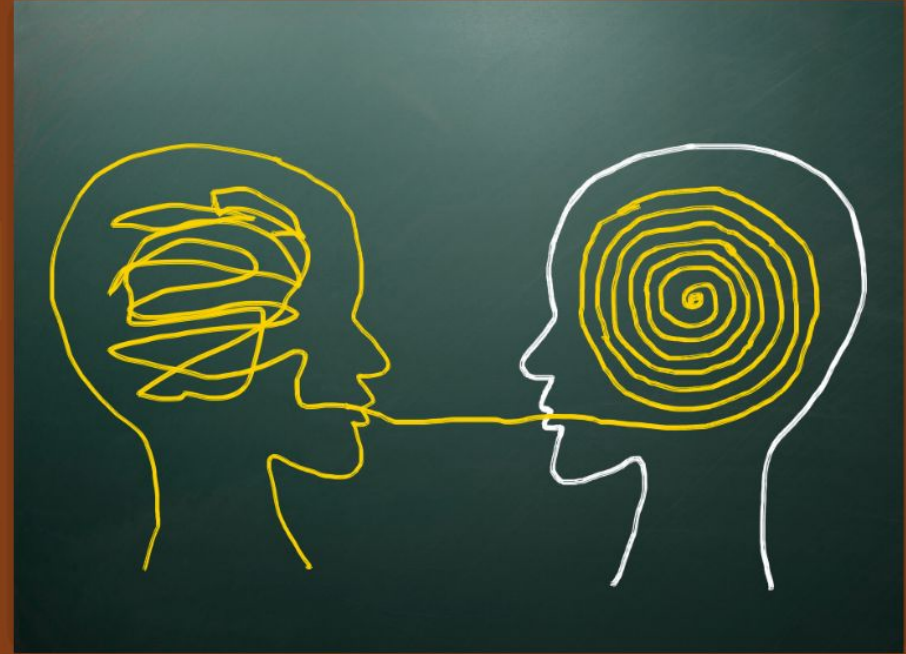
# Connection

**Earn their trust so  
they will take risks**



# Comprehension

Learn their point  
of view so they  
feel heard



# Compassion

Show you care  
so they will  
listen to your  
perspective



# Cognition

Gently encourage  
rethinking so they  
can update their  
beliefs

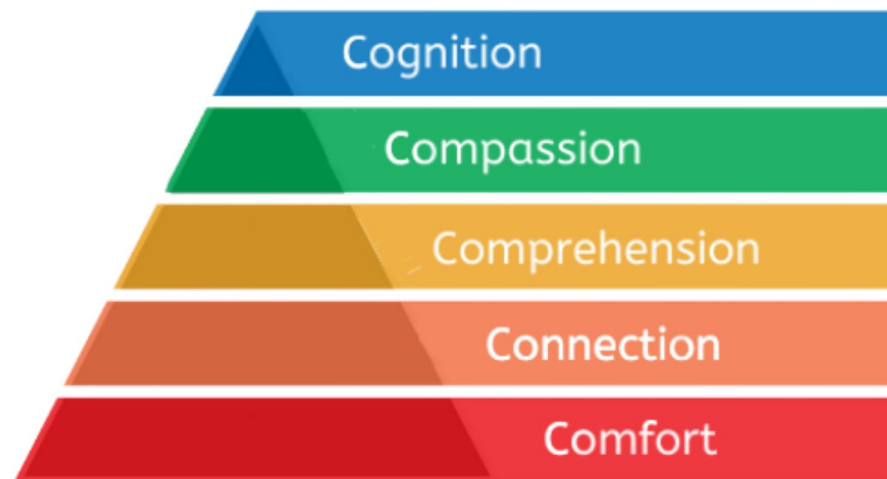


## Exercise #4

Think about your last political conversation with someone you disagreed with.

How might the outcome have been better if you'd used the CCP?

## Change Conversation Pyramid



# Change Conversation Cycle



# Ask

- Open-ended
- Nonjudgmental
- Curious



# Listen

- Pay attention
- Seek to understand
- Don't interrupt
- Let them talk as long as they want





# Reflect

- Summarize
- Name feelings
- Acknowledge implicit content




# Agree

- ✓ Goals
- ✓ Values
- ✓ Emotions
- ✗ Avoid policies, politicians, parties, and facts



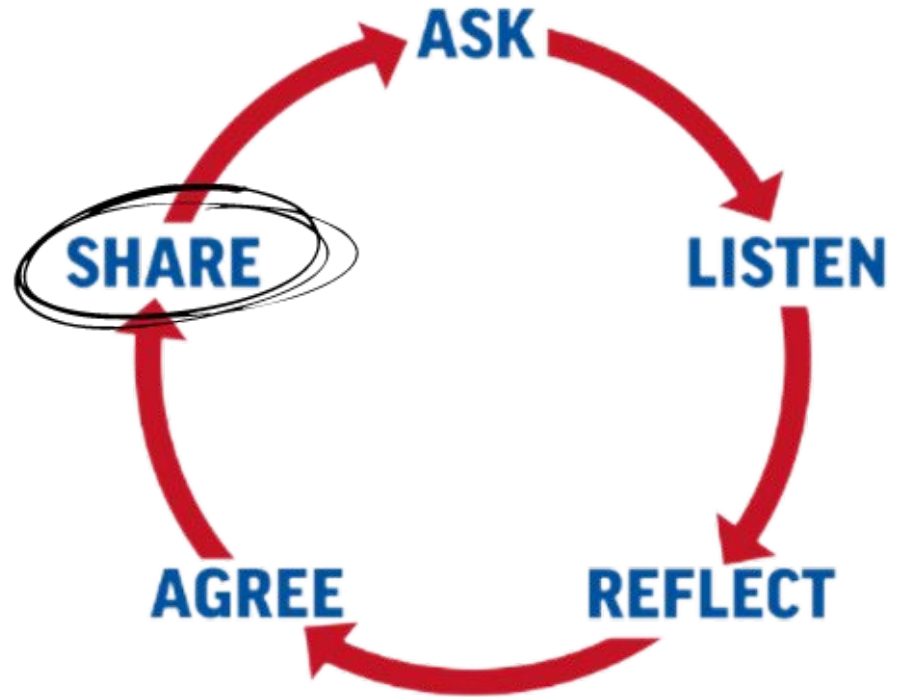
# Share

 Don't argue with facts or reason

 Shift the narrative with a personal story

 Get idealistic

 Go meta



# Demo Convo



---

**Q & A**

The logo consists of two overlapping speech bubbles. The top bubble is blue and contains the word "SMART" in white, uppercase letters. The bottom bubble is red and contains the word "POLITICS" in white, uppercase letters. The background of the slide is dark blue with a white horizontal line at the top and bottom. A yellow triangle is in the top-left corner.

SMART

POLITICS

---

# Thank you!

[JoinSmart.org](https://JoinSmart.org)

---

---

**After Party!!!**